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FBI NEWSLETTER

PUBLISHED BY

The FEDERAL CROP INSURANCE CORPORATION
UNITED STATES DEPARTMENT OF AGRICULTURE

December 1

WASHINGTON, D. C.

1938

NEWSLETTER is designed to inform staff members of developments within the Corporation and is not for general distribution

JAN 6 1939



U. S. Department of Agriculture

THE ACTING MANAGER'S MESSAGE

In view of the intense drive that has been made for collection of premiums, some county supervisors will be surprised to receive back from the branch offices of the Corporation premium payments that have been rejected because they were received in county offices after the November 19th deadline, which applied in the principal winter wheat states.

It should be clearly understood that we want every wheat grower who has a legitimate right to crop insurance to enjoy the benefits of this program. However, one of the basic principles of all insurance is that cut-off dates must be closely adhered to and that all participants must be treated exactly alike. If we permitted any exceptions whatever to deadlines, we would be weakening the foundation of our actuarial basis, and further, we would be discriminating against all growers who made premium payments on or before the closing date for their region, or before the expiration date of their premium notice. The fact that we can make no exceptions on deadlines should be clearly explained to any grower whose premium payment has been rejected, and should be kept in mind by supervisors as a fundamental policy of the crop insurance program.

Leroy K. Smith

PREMIUM PAYMENTS EXCEED

100,000 ON NOVEMBER 25

Paid-up wheat crop insurance policies from growers in states where the deadline for payments was November 19 passed the 100,000 mark as of November 25, according to special reports received from the Kansas City, Minneapolis, and Washington branch offices. At that date, with premium payments still pouring in by hundreds in every mail, a total of 100,575 premium payments had been received, wheat purchases for the insurance reserve moved near the 3-million bushel mark, and 58,711 policies had been written.

As of November 25, a break-down of progress shows: total applications received at the three branch offices: 231,154; premium notices issued, 213,252; premium payments received, 100,575; policies issued, 58,711. Missouri maintained its lead in number of applications, with 31,641, and also was first in the number of premium payments made, 15,166. Iowa tallied the highest percentage of premiums paid with a mark of 67.3 percent, closely followed by Oklahoma with 62.9 percent.

On November 23 the wheat reserve stood at 2,834,609 bushels, with 2,630,333 bushels to the credit of the Kansas City office, and 204,276 for Minneapolis. Kansas stood at the top of the state list with 657,223 estimated bushels represented in the reserve, while other high-ranking states in this respect were: Nebraska, 493,299; Texas, 422,916; Oklahoma, 265,979, and Missouri, 210,731.

The tabulated progress report, by states, through November 25, follows:

COMBINED REPORT OF BRANCH OFFICES

Through Nov. 25, 1938.

STATE	Applica- tions Received	Premium Notices Issued	Premiums Received	Premiums Received	Policies Issued
				Percent	
<u>WASHINGTON BR.</u>					
Delaware	170	156	65	41.7	59
Maryland	1,495	1,010	455	45.0	381
New Jersey					
New York	696	517	120	23.2	24
Pennsylvania	3,374	1,442	326	22.6	173
Virginia	1,238	947	170	17.9	98
West Virginia	2	2	1	50.0	1
TOTAL	6,975	4,074	1,137	27.9	736
<u>KANSAS CITY BR.</u>					
Ohio	25,272	24,956	10,153	40.7	6,441
Indiana	17,965	17,182	10,379	60.4	6,117
Illinois	21,863	21,272	11,707	55.0	7,431
Michigan	9,720	9,323	4,340	46.5	1,998
Iowa	6,787	6,608	4,450	67.3	2,763
Missouri	31,641	31,206	15,166	48.6	9,677
Nebraska	29,088	28,361	12,193	43.0	5,342
Kansas	26,695	24,665	13,745	55.7	8,692
Oklahoma	13,235	13,036	8,204	62.9	4,525
Texas	6,031	5,874	3,614	61.5	1,806
Idaho (South)	569	490	91	18.6	26
Wyoming	692	592	170	28.7	77
Colorado	4,041	3,240	534	16.5	225
New Mexico	407	397	101	25.4	73
Utah	442	359	211	58.8	82
California	86	43	17	39.5	
TOTAL	194,534	187,604	95,078	50.7	55,275
<u>MINNEAPOLIS BR.</u>					
Wisconsin	228	223	102	45.7	52
Minnesota	8,607	7,230	2,140	29.6	1,535
North Dakota	9,096	4,708	323	6.9	111
South Dakota	7,905	6,508	762	11.7	469
Montana	2,104	1,500	529	35.3	199
Idaho (North)	956	866	355	41.0	262
Washington	484	364	78	21.4	33
Oregon	265	175	71	40.6	39
TOTAL	29,645	21,574	4,360	20.2	2,700
WASHINGTON TOTAL	6,975	4,074	1,137	27.9	736
KANSAS CITY "	194,534	187,604	95,078	50.7	55,275
MINNEAPOLIS "	29,645	21,574	4,360	20.2	2,700
COMBINED TOTAL	231,154	213,252	100,575	47.2	58,711

PENNSYLVANIA RANKS HIGH AS WHEAT-PRODUCING STATE

Russell F. Bower, in charge of field activities for the Washington Branch observes that some very interesting developments have resulted from a study of the crop insurance program in Pennsylvania.

"Pennsylvania is without question the largest wheat-producing State in the eastern area in which crop insurance was offered. In fact, Lancaster County, Pa., varies in its rank between sixth and seventh of the largest winter wheat-producing counties in the United States, with annual production around 2,300,000 bushels.

"In the more or less experimental program that was put on in the eastern area this year, 26 counties in Pennsylvania were selected out of the total of 67 counties in the State, in which wheat insurance was actively offered. In this drive it was possible to personally solicit only about 25 percent of the commercial wheat growers in these 26 counties. Of those solicited, 23 percent applied for insurance.

"To those who realize that the eastern farmer was not at all interested in the development of the wheat insurance program prior to the enactment of FCI legislation, and in fact obtained his first information with regard to crop insurance from the man who solicited his application, these results are extremely gratifying.

"Many people, including experienced agricultural leaders and agricultural economists, have felt that the eastern farmer would not be interested in crop insurance on wheat, but it is our belief that the above figures show him to be very definitely interested in a program that offers consistently at least 75 percent of a normal yield of wheat on his farm.

"It is believed that with some simplification of the mechanics of operation, and a more careful selection of the personnel soliciting wheat insurance, that these results will be far surpassed next year in these same counties, and it is the purpose of the Crop Insurance Corporation to further extend the offering of wheat insurance in Pennsylvania to other counties where the growing of wheat is of sufficient importance to warrant extending our program.

"There seems to be a definite relation between the number of acres seeded to wheat per farm, and the participation in the insurance program. Franklin County, Pa., has the largest acreage per farm in wheat secured in this first year by applications from about one-fifth of its commercial wheat growers. A great deal of interest was expressed all over the State as to the possibilities of extending crop insurance to other crops, particularly corn, and in Lancaster County to tobacco.

"In other states of the eastern area where insurance was offered, these same general conclusions are borne out, and the same possibility of very greatly increased interest another year exists. As our farmers realize that the only benefits from wheat insurance will come from a constant and continued insurance program, applying the same principles to wheat insurance that they apply to other insurance they carry, we believe the possibilities of growth in the eastern area are very bright."

S. DAK. GROWERS APPLY FOR

INSURANCE ON 108,307 ACRES

A South Dakota winter wheat acreage equal to almost half of that State's winter seeding in the fall of 1935 has been listed for crop insurance, Leo McManus, state crop insurance supervisor, reported recently.

About 10 days before the deadline for paying winter wheat insurance premiums, South Dakota growers had applied for insurance on 108,307.30 acres as of November 8, Mr. McManus announced. This compared with 282,000 acres seeded to winter wheat in the fall of 1935. The land for which insurance has been applied, is only about 5,000 acres less than the total winter wheat area harvested in 1936, he pointed out. In that year, South Dakota farmers harvested 113,000 acres.

"This," he said, "is an indication of what crop insurance will do for the wheat grower. Although 282,000 acres were seeded in 1935, only 113,000 of those acres were harvested the following year. Had crop insurance been in effect then, the Federal Crop Insurance Corporation would have paid South Dakota farmers for the losses they suffered on 169,000 acres, from which, United States Department of Agriculture reports show, no crop was harvested."

The leading South Dakota county in the number of acres listed for winter wheat insurance is Bennett with 38,946. The second largest county for winter wheat is Shannon with 11,119. The total winter wheat acreage listed for insurance was only about one-fourth of the total number of acres for which growers applied for insurance on November 1, Mr. McManus said. At that time the total acreage listed -- both winter and spring -- amounted to 454,171 acres.

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CORN DATA ROUNDUP BEGUN

FOR FUTURE MINNESOTA USE

Preliminary research work, anticipating the time when Congress might extend crop insurance to corn, has been started in Minnesota by Del Hansen, state crop insurance supervisor, assisted by representatives of the Department of Agriculture.

Mr. Hansen, accompanied by R. Austin Griffin, assistant agricultural economist, and R. J. Posson, field man for the Crop Insurance Corporation, met with supervisors and others from four Minnesota counties centered in the State's chief corn area. Conferees discussed with these men the assembling of data on corn yields and acreages for use in setting up a crop insurance program for corn. Four distinct types of farming were represented at the meeting, Mr. Hansen reported, -- corn-dairying, surplus corn area, surplus corn and grain area, and a county located in the so-called dry area of Minnesota.

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SPRING WHEAT AREA ACREAGE

HITS 3 MILLION IN 7 STATES.

Almost 3 million acres have been listed for crop insurance in the spring wheat region as of October 31, J. H. Fraser, manager of the Minneapolis Branch Office says. Approximately 50,000 applications have been written in county offices of the region, and the average acreage per application is about 56 acres.

North Dakota, with 1,433,179 acres listed on applications, heads the list of seven of the eight states in the region reporting on October 31. It

was followed by South Dakota with 454,171 acres and Minnesota with 354,652. Other states and the acreage filed on applications include: Montana, 233,840; Idaho, 173,942; Washington, 156,349, and Wisconsin, 1,617.

Leading counties in each state on that date were Ramsey, N. Dak., 127,888 acres; Campbell, 44,011; Marshall, Minn., 51,941; Fergus, Mont., 44,953; Power, Idaho, 31,563; Spokane, Wash., 32,924, and St. Croix, Wis., 403.

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MCMANUS MAKES PROPOSAL

TO SOLVE CREDIT PROBLEM Credit is a serious problem confronting crop insurance workers in some South Dakota counties, State Supervisor Leo McManus reports, in suggesting one possible means of alleviating the situation.

"It seems," says Mr. McManus, "that we still have one gap that it will be necessary to bridge before bankers will be in a position to accommodate our applicants in some areas in the State.

"It may be that in these areas we could encourage the bankers, if it were possible for them, to accept assignments from the ACP on the 1939 performance as a further protection to themselves in the event that a crop was harvested when the market price is such that the crop does not pay harvesting expenses.

"In accepting assignments in this way it would be up to the banker to look out for himself and be sure that the party from whom he was accepting the ACP assignment was going to comply and not exceed his acreage allotment. This would give the banker a cinch on his loan and I am hoping that sometime in the near future it will be possible for such an arrangement to be made."

Mr. McManus said, after talking with a number of county committeemen from various counties in the State, that "I feel most of the fellows who are connected with crop insurance work are reasonably sure that if we can establish credit, in cases where it is necessary, that most of their applications would be paid." Reports from most of the counties show that farmers are showing more interest in crop insurance, especially since they are more familiar with the objectives of the program.

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COMMENTS FROM BANKERS

AIDING CROP INSURANCE From a letter about crop insurance, written to the Agricultural Conservation Committee of Oklahoma by W. E. Simonds, cashier of the Farmers' National Bank at Erick, we quote: " * * * we have already furnished some local farmers money with which to make these payments and will be glad to cooperate with others if they call." From C. H. Sanders, president of the First National Bank of Tipton, Okla.: "We think highly of the program and this bank will lend to ANY farmer in Tillman or Jackson counties the money with which to pay this premium solely on the collateral of the assignment of the policy itself. We have advised our County Agent to that effect." An Oklahoma banker tells State Supervisor J. Carl Wright, he would be glad if the time came when carrying crop insurance would be required of every producer.

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CALIFORNIA GOES AFTER

APPLICATIONS BY RADIO From California headquarters, weekly news releases and weekly broadcasts are going out on the crop insurance program. The radio broadcasts are a part of the United States Department of Agriculture program under the direction of C. R. Briggs, western radio program director. This program is presented at San Francisco, from 12 to 12:15, by the National Broadcasting Company, and is released through the following stations of the Pacific Coast Blue Network:

KJR, Seattle, Wash.; KGA, Spokane, Wash.; KEX, Portland, Oreg.; KTAR, Phoenix, Ariz.; KGO, San Francisco, Calif.; KECA, Los Angeles, Calif., and KTMS, Santa Barbara, Calif.

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SAUNDERS COUNTY, NEBR.,

HAS "AVERAGE" STATUS It appears that Saunders County, Nebr., which has exceeded all other counties in the number of applications originated, is one of those special entities properly referred to as "typical" or "representative."

When premium payments from the early seeding winter wheat states had reached about the 75,000 mark it was found that the average amount of each premium paid to that time was about \$13.50. And that, also, is about the average amount of the premiums being paid in Saunders County, Nebr.

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SURE OF 250,000 BUSHEL

Foard County, Tex., according to an article prepared by J. D. Miller, crop insurance supervisor, and appearing in his hometown paper of November 10, has 30,000 acres of wheat insured.

The article goes on to state that, "Approximately 80 percent of the applicants have already paid their premiums. If the remaining 20 percent will pay the premiums before the closing date, Foard County will be guaranteed about 250,000 bushels of wheat on the 1939 crop."

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HOPE SPRINGS ETERNAL

"From the time the farmers plow their land in preparation for a wheat crop until the crop is actually harvested, wheat producers have had to rely a great deal upon hope. As usual in the past, Colorado wheat producers have scanned the clouds for signs of rain. They examined the plants after each cold spell to see if there was any winter-kill. As the crop greened up in the spring, they looked again and again to see if the harvest would beat the grasshoppers. In the spring and summer, they have kept a "weather eye" at every cloud that might forecast a damaging hail storm. As the grain ripened, they have wondered each night about the possibility of fire, and then as harvest finally rolled around, they made every attempt to gather the grain before the wind, rain, or some other hazard arrived to harm it." -- From a broadcast by the Colorado Extension Service over Station KOA, Denver.

CROP INSURANCE GETS MORE

THAN 400 MENTIONS A WEEK

On November 10, a total of 4,019 clippings (400 clippings per week) from newspapers and farm papers giving information or other mention of crop insurance, had been received by the editor at the KC Branch. Most of these clippings have come through a clipping service, with which the first order for service was placed on August 24, and the clippings began arriving a week later.

During the first month of this service, 2,773 clippings were received -- divided among the states as follows: Colorado, 124; Idaho, 105; Illinois, 88; Indiana, 56; Iowa, 138; Kansas, 853; Missouri, 456; Nebraska, 357; Ohio, 87; Oklahoma, 378; Texas, 130. The clipping services employed for the wheat-growing areas of Colorado, Idaho, Kansas, Missouri, Nebraska, Oklahoma, and Texas seemed fairly adequate; for the other states, very inadequate; that is, the number of clippings received probably was only a fraction of the number of mentions which really appeared in the papers of those states. Of five winter wheat states west of the Continental Divide, clipping service was bought only in Idaho.

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NEBRASKA BANKERS RESPOND

Referring to a series of nine letters which the Nebraska Office sent to bankers of the State, State Crop Insurance Supervisor Tom C. Allington, writes:

"Apparently these letters have been very effective in getting a better understanding of the farm program and crop insurance across to them. There has been a marked improvement in their attitude * * * * * since last spring as evidenced by their readiness to loan money on crop insurance assignments."

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WE'RE SECURE

The FCIC, long may it stand
To protect the farmers and
their land.
For it's certain that while it
endures
The future of wheat is safe and
secure.

'Cause we were thoughtful and
looked ahead--
There's nothing now that we should
dread.
We'll have patience and endurance;
For we have Federal Crop
Insurance.

Let it rain or let it shine
No more worries; we're sitting
fine.
If the drought or insects come
this way
We should worry, we're O. K.

-- Thelma C. Richbell
Stenographic Pool
KC Branch Office.

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Irvin C. Anderson, county crop insurance supervisor at Enid, Okla., sends in this note of commendation: "You will find enclosed a check for \$60.51 in payment for wheat insurance. We want you to know we appreciate your help * * * * * This Federal Crop Insurance is the best program to date. -- A. E. Ford, Carrier, Garfield County, Okla.



TATE
SUPERVISOR
KETCHES.

Believe it or not, the county which leads all others in the United States in number of applications has a member of the "Ananias Club" for a crop insurance supervisor. The county is Saunders in the eastern part of Nebraska, where under the guidance of Roy E. Owen, more than 1,838 applications for crop insurance policies were written.

Investigation shows, however, that Supervisor Owen's penchant for playful exaggeration of statement applies only to sports, or to some lighter agricultural pursuit, such as pumpkin raising. In the matter of crop insurance and the farm program, nobody in Saunders County doubts that Roy is in deadly earnest, as the fact that Saunders County leads the nation in applications, and leads the State of Nebraska in number of premiums paid. Further evidence is Roy's own statement: "We are in this crop insurance program for all time - not just this year. The 1,838 applications which Saunders County growers made all represent a genuine interest. Of course, changes in conditions have eliminated some applications. Had there been time to see them all, 1,500 would now be insured. There wasn't time -- but another year is coming. This year we had to sell the hard way. Next year a thousand farmers will help us to sell their neighbors."

But to get back to Roy's hobby - tall tales. His one about the lost sow and the left-over pumpkins is known throughout the county. In addition, Roy is known as an authority on sporting matters, and knows every water hole and bend in the Platte River where ducks might be found. While an interviewer was talking with Roy in the office in Wahoo, county seat of Saunders County, a young hunter stuck his head through the door of the busy office, and asked: "Any ducks in sight, Roy?"

"Hundreds" was the reply. The face disappeared - glowing with anticipation. Then it reappeared.

"You wouldn't fool me, would you, Roy?" it pleaded.

"That's the low down," said Roy, as he turned to the next customer, betokening that no Ananias stuff went that day.

Clyde L. Kiddle, state supervisor for Oregon, is an Iowan who took Horace Greeley's advice and, at the age of five, went west. He grows wheat but dabbles in other activities. For instance he owns 240 acres of land in Union County, Northeastern Oregon; rents, with a partner, 1,000 additional acres; raises hogs, cattle, and rye, and owns 20 milk cows.

During the corn-hog program he was president of the Union County Association, treasurer of the old AAA wheat program, treasurer of the Agricultural Conservation Association in Union County from its beginning until last May 1, and has cooperated in all phases of the farm program. "Crop insurance shows me how the gamble can be taken out of farming to a large extent," Mr. Kiddle says. He believes the time will soon come when it will cover other crops.

Del Hansen, Minnesota state supervisor, says, "I don't see how a farmer can afford not to take crop insurance." And with this stimulus both he and his field forces continue to sell insurance. In southern Minnesota he operates a section of land on which he has just installed electricity. He is a member of the Farm Bureau, and cooperated with and worked for the AAA and Agricultural Conservation programs before becoming state crop insurance supervisor.

WASHINGTON SUPPLEMENT

WHEREIN WASHINGTON BRANCH OFFICE PERSONNEL MAY
LEARN WHAT THEIR COLLEAGUES ARE DOING

Branch Office Supplements

To Be Newsletter Feature

This week's issue of NEWSLETTER is the fourth since its inception on October 28. In that first issue the Acting Manager, in outlining the purposes this publication was to accomplish, included the statement: "We hope it will carry news to, and about, all phases of our organization, and will give everyone who reads it a little better idea about what the other fellow is doing, and how he is doing it." When that statement was made it was intended to convey the idea that all material used would largely be confined to the subject-matter phases of crop insurance and not so much to personal items or the human side of personnel activity.

It has since been proposed that each issue of NEWSLETTER contain a branch office supplement which will carry news of personal interest to employees of each of the three branch offices, such supplements to circulate only to branch office employees concerned. So, with this week's edition we inaugurate the proposed supplement plan with the hope that it will be accorded favorable cooperation. If you do or hear of something that may be of interest to your fellow workers write it up over your initials or signature and turn it in to the person in your section designated to receive such news items. Here also is an opportunity to find out if someone working for the Corporation is going to, through, or near your home town for Christmas. You may catch a ride or maybe you can give someone else a lift.

Reporters to whom you should make your news contributions have been designated for the South Building and the K Street office as follows: Manager's Office, Mary Passerini; Personnel Office, Lillian Nichol; Audit Section, Roland Dobbins; Mail & Files, Stenographic Pool, and Supply Section, Violet Witzke; Field Office, Esther Weber, all of the South Building. K Street introduces as reporters, for the Administrative Section, Verna Dechene; Audit, Ted Russell; Insurance Unit, William Reilly; Accounting, Ralph Shaughnessy; Statistical Section (branch office), Jeter Brawley; Statistical Section (headquarters), Margaret Snow.

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A-Tisket A-Tasket

Who'll Make a Basket

Feeling the need for exercise, some of the girls in the stenographic pool have decided to organize two basketball teams. They plan to arrange with one of the local schools for a basketball court one night each week. Dorothy Livingston, Bettie Keith, Vivian Frye, Gail Holtz, and Violet Witzke, have already signed up and any other girls who are interested should get in touch with one of the above as soon as possible. It is hoped by sponsors that an adequate number of girls will be interested to create competition and ultimately choose a first team in order to challenge some of the local basketball teams.

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Reilly for President

The members of the Insurance Unit of the Washington Branch have been congratulating their fellow member, William V. Reilly, upon his election to the presidency of the Freshman Law Class of Georgetown University.

Among those who helped in Mail & Files during the recent "rush" were: Dorothy Livingston, Hubert Akers, Arnold Gose, James Fletcher, Leo O'Connor, Jimmie Grant, Ken Gahley, and Vivian Frye.

John C. Brown, Jr., and Ted Russell of the "K" Street Audit Section spent two weeks in the KC Branch Office helping out in the Review Unit of Audit.

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BE SURE TO REMEMBER NOT TO FORGET TO REMEMBER:

FEDERAL CROP INSURANCE CORPORATION

FIRST ANNUAL DANCE

SATURDAY, DECEMBER 3, 1938

LEE HOUSE, 15th & L STREETS, N. W.

MUSIC BY "BOSTONIANS"

10 to 1

SUBSCRIPTION - \$1.65 PER COUPLE

(Tax Included)

COME ONE, COME ALL, AND FRIENDS COME TOO!!